# Doğan Holding

2023 Earnings Presentation

May 9, 2024



## **2023 Financial Highlights**





### **Significant Growth in Operating Profit**

- Significant growth in revenues and operating profit in Industry & Trade segment
- Robust revenue and profitability in Automotive segment
- Continued strong contribution from our Digital Insurance business



#### **High Net Cash Position and Solid Balance Sheet**

- USD695 million solo net cash
- USD445 million consolidated net cash

## **2023 Strategic Actions**

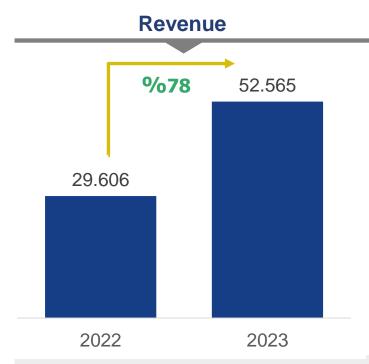




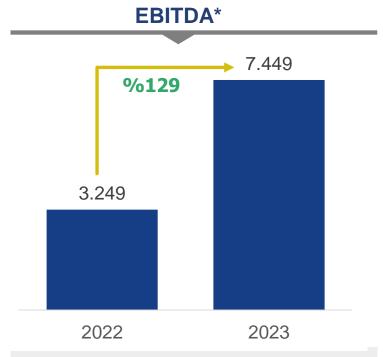
- We have taken significant steps towards reaching a valuation of 1 billion USD for our four companies.
  - Galata Wind has increased its capacity to 291MW with ongoing investments and aims to reach 550MW by 2025 and 1,000MW by 2028.
  - **Karel Elektronik** continues its capacity expansion and modernization investments, while Daiichi has diversified its product range with value-added products.
  - **Doğan Trend Otomotiv** is looking at potential JV project with SAIC of China for automotive plant investment in Turkey and is targeting to complete motorcycle production investment by September 2024.
  - Hepiyi Sigorta has reached a portfolio size of USD204 million
- Aytemiz and Milpa sales have been finalized.
- A total distribution of 675 million TL was completed in 2023.
- The merger between Hepsiemlak and Zingat has been completed.

## 2023 Financial Highlights (including IAS 29)



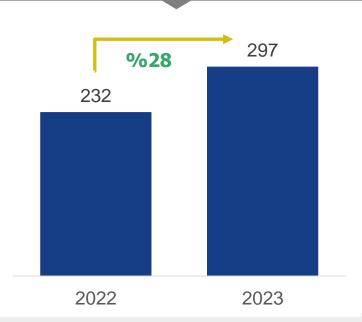


- Industry & Trade segment: +19%
- Automotive segment: +%212
- Finance & Ivestments segment: %187



- Automotive segment: +%204
- Industry & Trade segment: EBITDA jumped from TL226mn in 2022 to TL2,409mn in 2023.





**Net Profit** 

- Higher EBITDA YoY (+)
- Aytemiz/Milpa stake sales and FX gains boosted investment income (+)
- Higher financial expenses: TL1,013mn (-)
- Higher tax expense: TL939mn (-)
- Higher monetary loss: TL7,005mn (-)

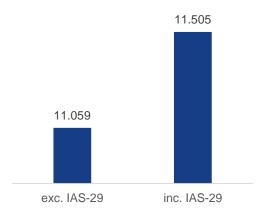
## **2023 IAS-29 Impact**



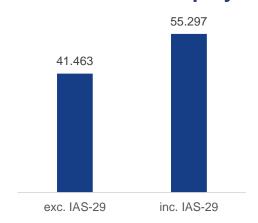




#### **Operational Profit**



#### **Shareholders Equity**

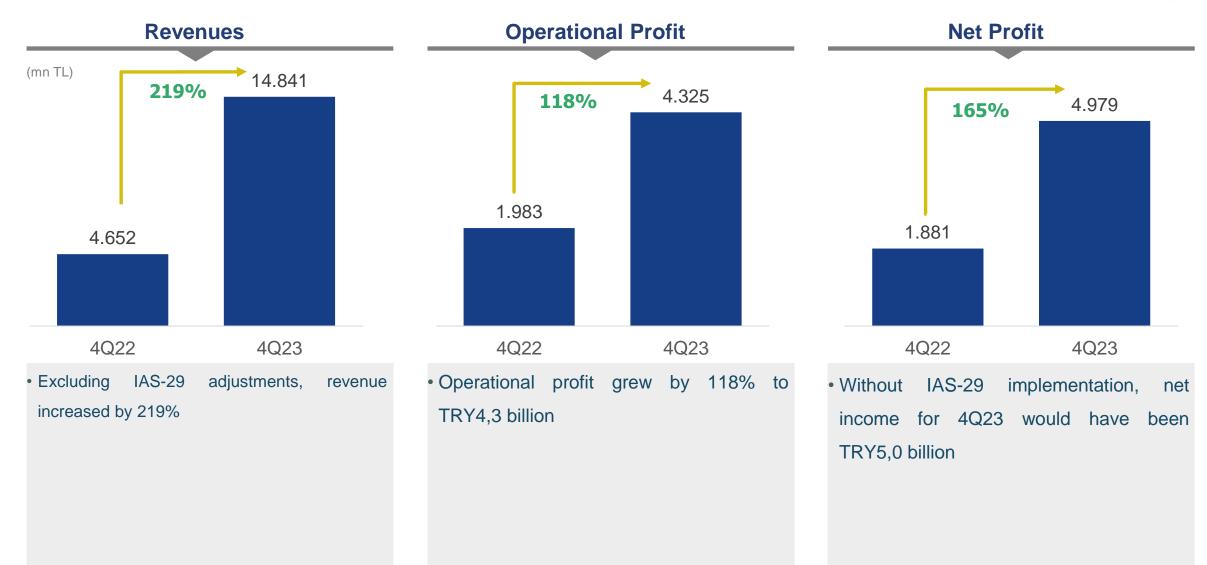


- Generally there is a positive impact of indexation on revenues and EBITDA.
- Net profit is reduced due to monetary loss arising from long-term indexation of Shareholders Equity (capital and reserves) while indexation on the asset side is much smaller due to our large net cash position that is not subject to inflation adjustments.
- Shareholders Equity realized 33% increase due to these adjustments..
- Shareholders equity adjusted for IAS-29 has increased by 9% YoY.
- Including IAS-29 P/BV is calculated as 0.66x\*.
- Pre IAS-29 P/BV is 0.89x\*.

<sup>\*</sup> As of May 08, 2024

## 2023 4Q Summary Financial Performance (Pre IAS-29)





## Share Buyback / Dividend Inflow and Payments



#### **Share Buyback Program**

- Program size: TL300 million
- Program was re-activated in December 2023:
  - Total buyback: 11.9mn shares –
     TL156mn
  - Stake of own shares: 1.5%

**Dividend Yield** 

# 9,4%

#### **Dividend Inflow**

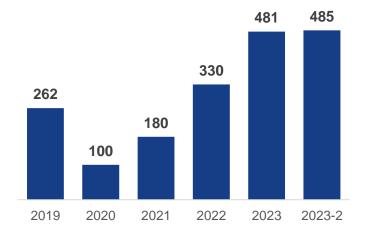
- Consistent dividend inflow from group companies.
- 2024 dividend income target: ~TL1,500
   mn

Company	2021	2022	2023
Doruk Faktoring	3	5	0
Doğan Dış Ticaret	10	15	30
Suzuki	0	0	0
Çelik Halat	0	4	0
Ditaş	0	0	0
Doğan Holding	0	0	0
Milta	40	0	0
DHI	226	179	211
Galata Wind	100	110	280
Rapsodi	5	0	5
Milpa	0	0	92
Total	385	313	618

#### **Dividend Payments**

- Dividend Policy: targets to distribute >5% of net income.
- Dividend payments totaled TL966 mn including advance and additional dividends.

# Gross Dividend Payment (TL mn)



2022

2023

2021

2020

2019

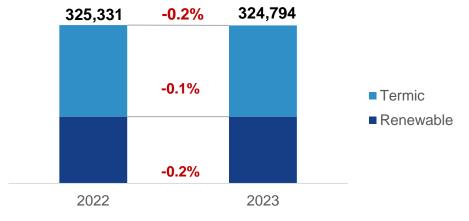
## **Electricity Generation Segment**



#### **Electricity Generation Segment Summary Financials**

TL million	2022	2023	Δ
Revenue	2.297	1.859	-19%
<b>Gross Profit</b>	1.580	1.104	-30%
EBITDA	1.962	1.471	-25%
PBT	1.684	1.652	-2%
<b>Gross Profit %</b>	68,8%	59,4%	-9,4 pp
EBITDA %	85,4%	79,1%	-6,3 pp
PBT%	73,3%	88,9%	15,6 pp

#### **Türkiye Electricity Generation (GWh)**

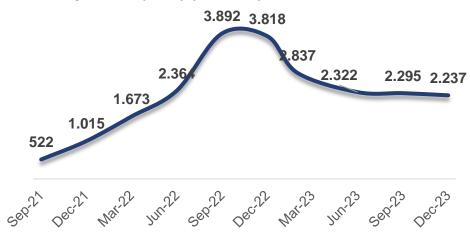


Source: EMRA

#### **2023 Overview**

- Electricity production was flat YoY in 2023
- The spot electricity price was realized significantly below 2022 levels.
- Despite YoY contraction iin production from renewables due to climate conditions in 1H23, full-year levels were flat compared to 2022.
- Monetary gain realized at our JV Aslancik HES boosted the segment pre-tax profit figure.

#### **Electricity Prices (MSP) (TL/MWh)**



Source: EMRA, figures show year-to-date average prices

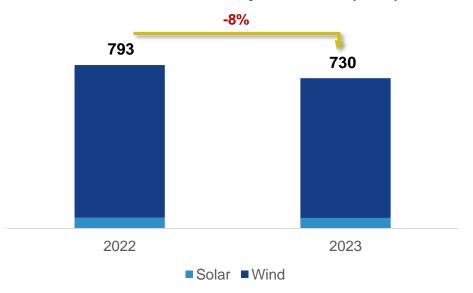
## Electricity Generation Segment – Galata Wind



#### **Galata Wind Summary Financials**

milyon TL	2022	2023	Δ
Gelir	2.297	1.859	-19%
Brüt Kar	1.644	1.106	-33%
FAVÖK	1.958	1.405	-28%
Net Kar	1.465	624	-57%
Brüt Kar %	71,6%	59,5%	-12,1 yp
FAVÖK %	85,2%	75,6%	-9,7 yp
Net Kar %	63,8%	33,5%	-30,2 yp

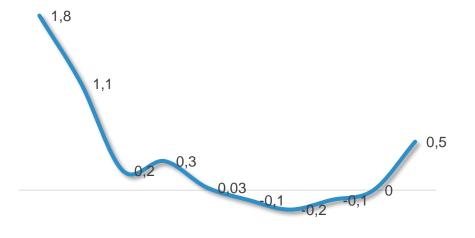
#### **Galata Wind Electricity Generation (MWh)**



#### **2023 Overview**

- Revenue fell by 19% YoY due to lower production and falling prices.
- Margin contraction due to rising costs, especially "system usage fees".
- Bottom-line was pressured from monetary loss and taxation.

#### **Galata Wind Net Leverage**



2020 2021 1Q22 2Q22 3Q22 4Q22 1Q23 2Q23 3Q23 4Q23

## **Electricity Generation Segment – Galata Wind**



#### **Domestic Investments**

#### **Foreign Investments**

#### **Post -2025 Domestic Investments**

#### **Current & Additional Capacities & New Investments**

	Current Capacity (MW)	Additional Capacity (MW)	New Capacity (MW)	Start Period
Taşpınar WPP	80,2			_
Taşpınar Hybrid SPP	9,4		33	2024
Mersin WPP	62,7	39		2024
Şah WPP	105			
Çorum SPP	9,4			
Erzurum SPP	24,5			
Alapınar WPP			13,6	2025
Total	291,2			

Two agreements signed with developer for **300 MW capacity** solar power plants in Europe.

## Pre-approved licenses for Storage Units Production

Proje	Kapasite
Bakacak RES	50
Başpınar GES	50
Kurtuluş RES	50
Fulacık RES	50
Akbelen RES	50
Yakuplar RES	50
Çamlıca RES	50
Toplam	350

 Gradual phasing in these projects is planned to start from 2026.

2023

291MW

2025

550MW



2028

1,000MW

## **Industry & Trade Segment**



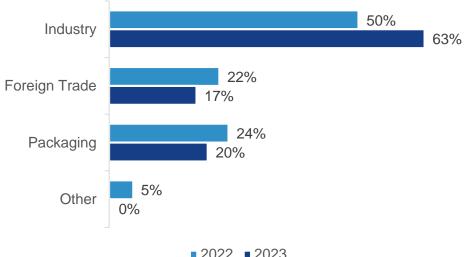
#### **Industry & Trade Segment Summary Financials**

2022	2023	Δ
14.675	17.422	19%
509	2.337	359%
-305	3.003	n.m
1.678	533	-68%
3,5%	13,4%	9,9 pp
-2,1%	17,2%	n.m
11,4%	3,1%	-8,4 pp
	14.675 509 -305 1.678 3,5% -2,1%	14.675       17.422         509       2.337         -305       3.003         1.678       533         3,5%       13,4%         -2,1%       17,2%

#### **2023 Overview**

- · Acquisition of Karel and its subsequent strong organic and inorganic performance in 2023 contributed to top-line growth.
- Similarly strong contribution from Karel boosted EBITDA
- Higher financing expenses and lower monetary gains YoY negatively impacted pre-tax profit.

#### **Industry & Trade Segment Revenue Breakdown**



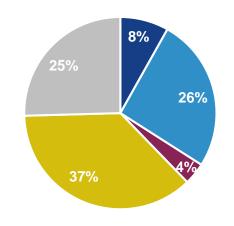
## Industry & Trade Segment – Karel Elektronik



#### **Karel Elektronik Summary Financials**

TL million	2022	2023	Δ
Revenue	6.384	9.458	48%
<b>Gross Profit</b>	343	1.321	285%
EBITDA	98	1.020	941%
Net Income	-192	235	n.m.
<b>Gross Profit %</b>	5,4%	14,0%	8,6 pp
EBITDA %	1,5%	10,8%	9,2 pp
Net Income%	-3,0%	2,5%	n.m.

#### Revenue Breakdown by Product – 2023

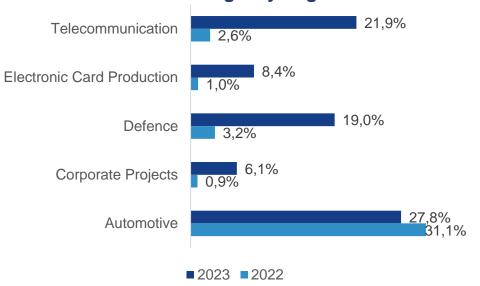


<sup>■</sup> Telecommunication ■ Electronic Card Production ■ Defence ■ Corporate Projects ■ Automotive

#### **2023 Overview**

- Organic growth and contribution from new business led to 48% top-line growth.
- Strong top-line growth augmented by higher EBITDA margin in the last quarter
- Improvements in NWC/Sales from 63% in 2022 to 34% in 2023.

#### **Gross Margin by Segment**



## Industry & Trade Segment – Sesa Ambalaj



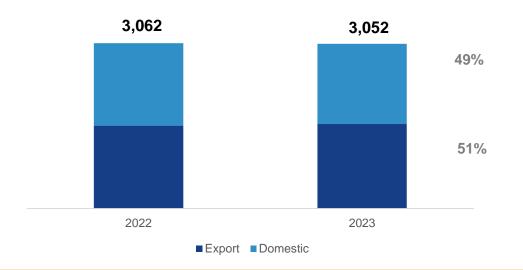
#### **Sesa Ambalaj Summary Financials**

TL million	2022	2023	Δ
Revenue	3.062	3.052	0%
<b>Gross Profit</b>	768	816	6%
EBITDA	631	646	2%
Net Income	469	318	-32%
<b>Gross Profit %</b>	25,1%	26,7%	1,7 pp
EBITDA %	20,6%	21,2%	0,5 pp
Net Income%	15,3%	10,4%	-4,9 pp

#### **2023 Overview**

- Despite weak markets, high competition, revenue remained at 2022 level in real terms.
- EBITDA margin improved by 0.5pp amid strong Turkish Lira and rising costs.
- Net income was realized below 2022 level due to higher financing costs.

## Revenue Breakdown by Region (TL mn) Revenue Share



## **Industry & Trade Segment – Ditaş**



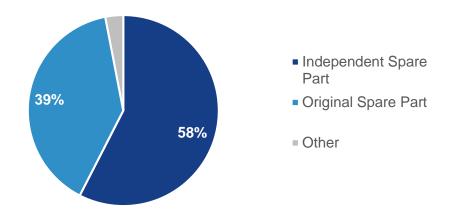
#### **Ditaş Summary Financials**

TL million	2022	2023	Δ
Revenue	1.497	1.509	1%
<b>Gross Profit</b>	141	64	-55%
EBITDA	68	-37	n.m.
Net Income	27	-16	n.m
<b>Gross Profit %</b>	9,4%	4,2%	-5,2 pp
EBITDA %	4,6%	-2,4%	-7 pp
Net Income%	1,8%	-1,1%	-2,9 pp

#### **2023 Overview**

- Flat top-line YoY
- FX movements, weaker demand in export markets and cost pressures led to weak operating profitability.
- · Bottm-line negatively impacted by weak operating profit.

#### **Revenue Breakdown by Product**



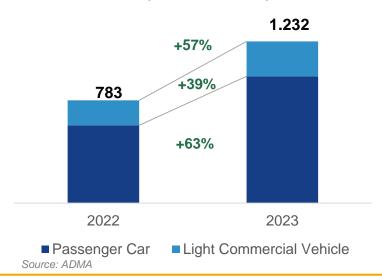
## **Automotive Segment** – Dogan Trend Otomotiv



#### **Automotive Segment Summary Financials**

TL million	2022	2023	Δ
Revenue	6.433	20.075	212%
<b>Gross Profit</b>	1.109	3.378	205%
EBITDA	704	2.152	206%
PBT	428	807	89%
<b>Gross Profit %</b>	17,2%	16,8%	-0,4 pp
EBITDA %	10,9%	10,7%	-0,2 pp
PBT%	6,6%	4,0%	-2,6 pp

## Türkiye Automobile Market (thousand units)



#### **2023 Overview**

- In addition to strong demand throughout the year, strong MG sales led to top-line growth of 212% YoY
- MG reached a market share of 1.5% in passenger car segment.
- Despite increased competition in 4Q, EBITDA margin remained stable YoY.
- Higher financial expenses led to some contraction in the pre-tax profit margin, but YoY growth was robust at 89%.

## **Finance & Investment Segment**



#### **Finance & Investment Segment Summary Financials**

TL million	2022	2023	Δ
Revenue	3.605	10.363	187%
PBT	-4.671	-3.826	n.m
PBT%	-129,6%	-36,9%	n.m

#### **Hepiyi Sigorta Summary Financials**

TL million	2022	2023	Δ
Revenue	2.362	7.665	225%
Net Income	-214	515	a.d.

#### **D-Investment Bank Summary Financials**

TL million	2022	2023	Δ
Revenue	396	2.042	415%
Net Income	-199	296	n.m.

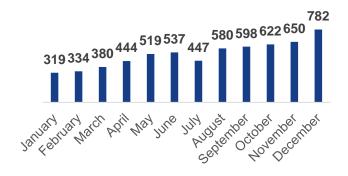
#### **2023 Overview**

- Doğan Investment Bank (DIB)'s asset size increased to TL3.0 billion.
- Hepiyi Sigorta's strong top-line growth was the major driver of the top-line growth in the segment.
- Despite strong performance of segment group companies, holding-only reporting of net cash poisiton in this segment and and impact of IAS-29 led to pre-tax loss
- Based on the latest funding round for Insider, our stake has a valuation of TL 1.0764mn (36.6mn US\$)

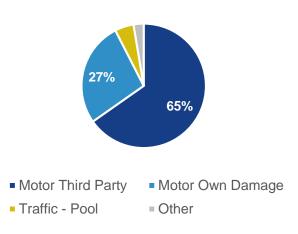
## Hepiyi Sigorta – 2023



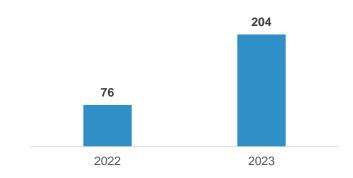
#### **Monthly Premium Generation (mn TL)**



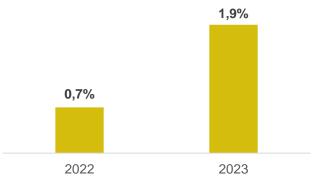
#### **Premium Breakdown by Product**



#### **Assets Under Management (mn USD)**



#### **Motor Own Liability Market Share**



Source: TSB

## **Internet & Entertainment Segment**



#### **Internet & Entertainment Segment Summary Financials**

TL million	2022	2023	Δ
Revenue	1.934	2.064	7%
<b>Gross Profit</b>	944	984	4%
EBITDA	645	608	-6%
PBT	271	263	-3%
<b>Gross Profit %</b>	48,8%	47,7%	-1,1 pp
EBITDA %	33,4%	29,4%	-3,9 pp
PBT%	14,0%	12,7%	-1,3 pp

#### **Kanal D Romania Summary Financials**

TL million	2022	2023	Δ
Revenue	1.429	1.411	-1%
EBITDA	519	610	17%
Net Income	394	313	-21%

#### **2023 Overview**

- Revenues grew by 7% YoY to TL2,064mn in 2023.
- The largest contributor was Kanal D Romania, which has Euro based revenue.
- EBITDA fell by 6% YoY to TL609mn in 2023.

## **Real Estate Investments Segment**



#### **Real Estate Investments Segment Summary Financials**

2022	2023	Δ
662	782	18%
177	201	13%
243	206	-15%
322	3.410	961%
26,8%	25,7%	-1,1 pp
36,7%	26,3%	-10,4 pp
48,6%	436,1%	387,5 pp
	662 177 243 322 26,8% 36,7%	662 782 177 201 243 206 322 3.410 26,8% 25,7% 36,7% 26,3%

#### 2023 Overview

- Ongoing high occupancy rates led to 18% revenue growth to TL782mn.
- EBITDA fell by 15% to TL206mn
- Pre-tax profit jumped to TL3,410mn with sale proceeds from Milpa and real estate revaluations
- Additional USD51mn valuation income from year-end expertise valuation of our real estate portfolio..

#### **Doğan Holding Land and Real Estate Valuation (mn TL)**

		Valua	ation
Company	Location	2022	2023
D Yapı Romania	Bucharest, Romania	605	611
Doğan Holding	Gümüşsuyu, İstanbul, TR	205	195
Kandilli Gayrimenkul	Tepeüstü, İstanbul, TR	763	797
M Investment	New York, USA	676	584
D Gayrimenkul	Şişli, İstanbul, TR	3.800	5.087
Total		6.049	7.274

2022 figures are adjusted according to the 2023 purchasing power

# **Apendix**



## **Apendix** – *Financials*



TL million	2022	2023	Δ
Sales	29.606	52.565	78%
Cost of Goods Sold	-24.693	-42.982	74%
Gross Profit	4.913	9.584	95%
Gross Margin	16,6%	18,2%	1,6 pp
Operating Expenses	-3.553	-5.333	50%
Other Operating Inc./(Exp.), net	3.730	6.459	73%
Share of Gain/(Loss) in Inv. Acc. for by the Equity Met.	369	796	116%
Operating Profit/(Loss)	5.458	11.505	111%
Income/(Expenses) from Investment Activities, net	3.234	7.724	139%
Finance Income/(Expense),net	-3.518	-4.531	29%
Monetary Gain / (Loss), net	-5.463	-12.468	128%
Profit / (Loss) Before Taxation	-288	2.230	-
Profit / (Loss) From Continuing Operations	-828	751	-
Profit / (Loss) From Non-Continuing Operations	2.122	-735	-
Net Income	1.294	16	-99%
Net Income - attributable to Parent Shares	232	297	28%
EBITDA	3.249	7.439	129%
EBITDA Margin	11,0%	14,2%	3,2 pp

TL million	2022	2023	Δ
Current Assets	50.650	57.961	14%
Non-Current Assets	33.156	35.457	7%
<b>Total Assets</b>	83.806	93.418	11%
Current Liabilites	24.910	28.780	16%
Non-Current Liabilities	8.186	9.341	14%
Non-Controlling Interests	9.452	6.870	-27%
SH Equity, Parent	41.258	48.427	17%
Total Liabilities	83.806	93.418	11%
Cash & Marketable Securities*	28.166	34.368	22%
S/T Debt	15.327	16.086	5%
L/T Debt	4.297	5.193	21%
Net Cash/(Debt)**	8.542	13.089	53%

<sup>\*</sup>includes Financials Investments

<sup>\*\*</sup> excludes JV companies net cash / (debt)

## Apendix – Revenue Breakdown



TL million	2022	2023	Δ
<b>Electricity Generation</b>	2.297	1.859	-19%
Electricity Sales	2.297	1.859	-19%
Industry & Trade	14.675	17.422	19%
Industry	7275	10927	50%
Foreign trade	3217	3024	-6%
Packaging	3482	3414	-2%
Other	702	58	-92%
Automotive Distribution	6.433	20.075	212%
Finance & Investment	3.605	10.363	187%
Factoring	909	1245	37%
Finance	2651	8888	235%
Investment	16	15	-2%
Man. consulting	30	215	606%
Internet & Entertainment	1.934	2.064	7%
Advertising	1359	1442	6%
Subscription	265	258	-3%
Book & mag. sales	282	344	-
Other	27	20	<i>-</i> 28%
Real Estate Investments	662	782	18%
Real Estate Sales	315	290	-8%
Rent income	275	308	12%
Other	72	184	156%
Total	29.606	52.565	78%

## Apendix – Net Cash / (Debt) Breakdown



TL million	2022	2.023	Δ
Petroleum Products Retailing	-717	0	
Electricity Generation	329	-619	-288%
Industry & Trade	-7.038	-4.226	-40%
KAREL	-3.723	-2.608	-30%
DITAS	-431	-465	8%
Doğan Dış Ticaret	-1.482	-386	-74%
Sesa Yatırım	-1.304	-764	-41%
Other	-97	-3	-97%
Automotive	-931	-5.211	460%
Finance & Investment	16.433	23.387	42%
Doğan Holding	2.289	2.147	-6%
Öncü GSYO	2.252	6.335	181%
Doruk Fak + D Investment Bank	-1.958	-3.061	56%
DHI	11.539	11.968	4%
Hepiyi Sigorta	2.324	6.001	158%
Other	-12	-2	-83%
Internet & Entertainment	168	257	53%
Hepsi Emlak	162	164	1%
Kanal D Romanya	-79	-157	100%
Other	85	250	196%
Real Estate Investments	833	207	-75%
D Gayrimenkul	108	148	38%
Milpa	683	0	-100%
Other	43	59	39%
DOHOL Combined Net Cash / Debt *	9.078	13.794	52%

<sup>\*</sup> Excluding Inter-company eleminations

## Apendix – Segments & Major Group Companies – 2023 Financials



TL mn

	Petroleum Products Retailing	Electricity Generation	Industry & Trade	Automotive Trade & Marketing	Financing & Investing	Internet & Entertainment	Real Estate Investments
Revenue	n.a.	1.859	17.422	20.075	10.363	2.064	782
Revenue Shr.	n.a.	4%	33%	38%	20%	4%	1%
EBITDA	n.a.	1.471	3.003	2.152	n.m.	608	206
EBITDA Shr.	n.a.	20%	40%	29%	n.m.	8%	3%
РВТ	0	1.652	533	807	-3.826	263	3.158
PBT Shr.	n.m	64%	21%	31%	a.d.	10%	a.d.
	Aytemiz**	Galata Wind* Boyabat HES (JV) Aslancık HES (JV)	Ditaş* Profil Grubu Sesa Ambalaj Maksipak Ambalaj Karel Elektronik Doğan Dış Ticaret Kelkit Besi	Doğan Trend Otomotiv	Doruk Faktoring Öncü GSYO Doğan Yatırım Bankası Hepiyi Sigorta	Glokal Dijital (Hepsi Emlak) Kanal D Romanya Doğan Yayıncılık Doğan Burda (JV)* DMC & NetD (JV)	D Gayrimenkul Milta Marina Marlin Otelcilik

<sup>\*</sup> Listed companies

<sup>\*\*</sup> As of 1Q23, Aytemiz Akaryakıt is classified as "Discontinued Operations", hence it does not impact financial items related to continuing operations. PBT share is calculated based on the total of continuing and discontinuing operations. EBITDA share excludes Financing&Investing Segment

## Electricity Generation Segment – Boyabat & Aslancık HPP



#### **Boyabat & Aslancik HPP Summary Financials\***

#### **Boyabat HPP Summary Financials**

TL million	2022	2023	Δ
Revenue	2.260	1.779	-21%
EBIT	1.153	516	-55%
PBT	-8.087	-9.320	n.m.

#### **Aslancik HPP Summary Financials**

TL million	2022	2023	Δ
Revenue	920	813	-12%
EBIT	66	107	63%
PBT	-554	-482	n.m.

<sup>\*</sup> These Power Plants are JV companies and the above figures show financials for related companies as a whole, not Dogan Holding shares.

#### **2023 Overview**

- Boyabat HPP's revenue declined by 21% to TRY1.8 billion in 2023
- In the same period, Aslancık HPP's revenue declined by 12%.
- As Boyabat HPP valuation is taken as zero, it is not included in consolidated financials.
- Aslancık HPP is consolidated through "Equity Pick-up Method"

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